



BAHAA ELSAYED

Sales Manager

- Egyptian
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Focused Sales leader with strong background in branch operations. Drives growth with focus on continuous business optimization and employee development. Stays current on market, competitor, and industry activities to keep business agile and responsive to changing demands. Exceptional planner, problem-solver, and team manager.

EDUCATION

2003 → 2007

Helwan University
Faculty of Commerce and Business Administration

WORK EXPERIENCE

01-2017 → 11-2019

Ajlan&bros.CO

Branch Manager UAE

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Develop forecasts, financial objectives and business plans
- Meet goals and metrics
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Share knowledge with other branches and headquarters on effective practices, competitive intelligence, business opportunities and needs
- Address customer and employee satisfaction issues promptly
- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Network to improve the presence and reputation of the branch and company
- Stay abreast of competing markets and provide reports on market movement and penetration

01-2013 → 01-2017

Ajlan&bros.CO

Branch Manager KSA

Manage, organize and follow up on the implementation of the required tasks and work on the implementation of the company's policies to achieve the required objectives by holding continuous meetings with the sales team and discussing the goals and investigators day after day to reach the best results at the lowest cost and follow the customer satisfaction and efficiency of the service provided to them.

02-2010 → 12-2012

Coca cola company
sector manager

- Responsibilities included: - Holding weekly meetings and setting sales targets for individual reps and the whole team.
- Organizing and operating incentive schemes to keep sales people motivated.
- Involved in the recruitment and training process off new staff.
- Allocating territories for sales staff.
- Maximizing sales opportunities.
- Compiling and analyzing sales and performance reports for senior managers and executives.
- Involved in the development of marketing strategies for the company.
- In charge of over 25 staff as well as 3 regional sales managers.
- Increased regional sales by up to 14% in a one year period.
- Assisting in the collection of overdue invoices from clients.
- Conducting market research and competitor analysis.
- Spending time in the field liaising with major customers on technical points of contact.
- Going out and doing site surveys.

09-2008 → 02-2010

Coca cola company
Sales Supervisor

- Supervise the activities of assigned sales territories to meet and exceed yearly sub team goal. • Train and supervise interns and temporary staff as applicable. • Perform additional tasks as assigned by team management.
- Providing information to customers to help them select the best products. • assist customers in selecting products, answer their questions about the products, and about any other thing concerning the business • Follow up performance of all belongs rep. such as customer sales and collected cash from customers and process transactions accurately & efficiently. • Keeping up-to-date with all current promotions within the store. • Identifying customers who need assistance on the shop floor. • Operating the till and accurately counting and reconciling the till float. • Being alert to thefts and fraudulent bank notes, cheques or credit cards. • Accurately processing all methods of payment. • Making sure the store is clean, tidy and safe at all times. • Identifying sales opportunities & trends & highlighting these to Sales Managers. • Working as part of a team and assisting colleagues when necessary. • Taking delivery of stock from suppliers or warehouse and storing appropriately. • Greet customers and ascertain what each customer wants or needs, without being overbearing.

08-2007 → 08-2008

Coca cola company

Sales rep

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- Providing information to customers to help them select the best products.
- Take cash from customers and process transactions accurately & efficiently.
- Keeping up-to-date with all current promotions within the store.
- Identifying customers who need assistance on the shop floor.
- Operating the till and accurately counting and reconciling the till float.
- Being alert to thefts and fraudulent bank notes, cheques or credit cards.
- Accurately processing all methods of payment.
- Making sure the store is clean, tidy and safe at all times.
- Identifying sales opportunities & trends & highlighting these to Sales Managers.
- Working as part of a team and assisting colleagues when necessary.
- Taking delivery of stock from suppliers or warehouse and storing appropriately.
- Greet customers and ascertain what each customer wants or needs, without being overbearing.

PERSONAL SKILLS

- ✓ Networking, negotiating, and problem-solving skills
- ✓ Able to work on my initiative or as part of a team
- ✓ Excellent conceptual and analytical skills
- ✓ **Managing tasks and problem-solving skills**
- ✓ Detail oriented, strong organization and a high degree of accuracy
- ✓ Analysis and Decision-Making skills

SOFTWARESKILLS

Microsoft Power Point

Microsoft excel

Microsoft Word

LANGUAGES

English

Arabic

HOBBIES

SALES AND COMMUNICATION SKILLS

Role of marketing and sales in the organization

Methods of prospecting and developing a customer list

Planning and conducting the sales presentation

Effective customer service and business ethics